# Woman Who Lives By Faro.

GIRL GAMBLER OF NEW MEXICO SAYS SHE MAKES IT PAY.

NEEDLES, Cal., Oct. 12.-The most ornate gambling place in this Wild West mining and railroad town on the California side of the Rio Colorado has been crowded for a week from early evening until dawn every night. Concepcion de Hara-professional feminine.faro player-is in town. Because she is one of very few women anywhere who make gambling a profession, because of her unusual success about the green table, her dignity in spite of her environment and her attractive personality, she is the most famous young woman between El Paso and Los Angeles.

Señorita de Hara's stay here in Needles has been typical of that in all mining or cattle ranching camps she visits in her professional wanderings about the Territories. Cattlemen, cowboys, miners and tin horn gamblers who had heard of her coming flocked to town, even from fifty and seventy-five miles away. The senorita's gaming always draws crowds The bar receipts are swelled and all the roulette, craps, poker and lottery games of the resort take on renewed activity.

Every evening at a little after 7 o'clock little Miss de Hara and her big, dark skinned brother go from the depot hotel, through the plaza, up Railroad street, past a dozen wide open saloons, several stores and little shops, to a two story red brick building with a lavish display of electric lights, plate glass windows and gilt signs. This is the Mineral Palace-saloon, gambling house and restaurant. Miss de Hara and her brother go through the open front doors into a large apartment, where electric lamps sputter in the ceiling and there are all sorts and conditions of men engaged in gambling games.

The brother and sister are taciturn. With seldom a word to each other, they go directly to the big faro table in the rear of the room. The brother hands the sister a leather bag, heavy with coin, and when she seats herself vanishes in the crowd of men about the room.

Having made a quick inventory of her cash in hand, Sefiorita de Hara looks over the game-always in progress-and waits an opportunity to wager to the best advantage. Sometimes she plays listlessly and with only small stakes. At other times she seems absorbed in faro, and stacks up silver and gold coin several inches high on three or four cards at a time. Several times a few nights ago she had \$400 or \$500 in different wagers on the table.

She was born in the pueblo of Saynia, in the State of Jalisco, Mexico. She is one of eight children. Her father, Mariano de Hara, was Alcalde in the old town for years, and once was wealthy. When she was about 12 years old the family moved to the city of Guanajuata, where her father became manager of the elaborate gambling house of the Martel syndicate. Several years ago the Mexican Congress revoked all licenses for gambling houses, and Martel's establishments were closed. Mariano de Hara got a job in the custom house at Juarez, formerly El Paso del Norte-just across the Rio Grande from the American

El Paso. The girl gambler is 23 and beautiful, with a serious face, large black eyes and a wealth of black hair. She has rosy cheeks. a dimpled chin and long black eyelashes. Her chin and mouth may be taken to dethe delicate arching eyebrows, betoken thoughtfulness. In height she is about 5 feet 6 inches. Her complexion is the soft brown of her race.

She seldom smiles, and at a faro table she seems abstraction and sadness personified. If she speaks at all it is in monosyllables only, and to the dealer. She pays no attention to what occurs about her, and she is everywhere respected. Her brother is her invariable companion, accompanying her to and from the gambling rooms. She asks no extra consideration for herself as a faro player because of her sex. Whatever her views of the environment in which she lives may be she never speaks of them.

"I've been knocking around the Territories for a generation," says Col. Tom Shields, the silver mining magnate at Choloride, "and this Miss de Hara is the most interesting piece of humanity I ever came across. I saw her playing faro once in Deming and again in Santa Fé. It was fascinating.

"There sat that pretty little girl, dressed like a queen and as dignified as Juno, with a \$200 or \$300 stack of chips before her. making \$10 bets on the turn of a card. Her face was like a statue, no matter whether she was ahead or behind the game.

"Alongside her was as queer a lot of men as ever gathered together in a frontier town. They crowded her to bet on the cards as they came out of the box, but she always remained the lady. What's more, every mother's son of them treated her with the supremest consideration. I don't believe she ever locked at them, much less addressed any of them.

"In Deming a lot of fellows got to following her plays because she had been lucky for several days. She never said a word. She suddenly pushed the stack toward the dealer, cashed in the chips, put her money in her chatelaine bag and started for her hotel with her brother.

Señorita de Hara has been a professional faro gambler in Texas, New Mexico and Arizona for about two years. She has spent most of this time in the Territories For several months she sat in a game two evenings a week at a gentlemen's club at Las Vegas a year ago. Sometimes she would play an hour or two, sometimes all

Once she sat in a game from sunset until the afternoon of the next day, never leaving her chair and speaking scarcely a dozen words to any one of the talkative and excited players all about her. That time she quit the game some \$700 loser. Two days later she was back again.

At Albuquerque, where there are many influential and wealthy Spanish families, she had unusual success. There her gambling has been confined to games among Spanish gentlemen and wealthy cattlemen The game is conducted in an elaborately furnished apartment in the old town that is the Mexican part of the city.

A story current in Albuquerque is that Senorita de Hara cleaned up some \$1,600 once in a month in that city, and that all her winnings go to her father in Juarez for investment for the family. One of her own investments is a valuable copper mine near Jerome, Ariz. She lives at the best hotels at each place she visits, and except her brother Manuel has no associate.

Landlord Tolfree of the Flagstaff Hotel says that when the girl gambler took part

several wealthy lumber men at their club in Flagstaff last fall, she was as methodical in her habits as a timepiece. She spent most of each day out horseback riding with her brother. Then came a nap in the afternoon, dinner at 6, after which she and her brother went to the club rooms.

At exactly midnight she left the game. Her brother attended to paying her bills and to her bank account. One day he bought a draft for \$450 for her. It was evidently a week's earnings. She breakfasted at 9 o'clock and never had luncheon. She was never known to converse with any one about the hotel during the five

weeks she was there. Some of the old-time fare gamblers in Arizona believe that the little Mexican girl gambler has a system, but no one really knows for certain. She plays capriciously. Sometimes she will watch the progress of a faro deal an hour or two, then suddenly seeing a point to be made, will reach into the chatelaine bag strapped to her waist, draw out a handful of coin and bet upon the turn of the cards.

At Prescott several months ago, she silently studied a faro layout for several nights before she could risk a dollar on the game. Late one evening the mood for fresh gambling came upon her, and without word she bought a stack of chips and began playing five dollar bets.

Every gambling place in the Territories relcomes the young woman. Even the "tinhorn" gamblers esteem her. She moves from town to town, and from mining camp to mining camp. Wherever there are men in Arizona and New Mexico who are held in leash by King Faro, there the Mexican girl gambler turns up. Sometimes she leaves a share of her yellow coin in a community, but oftener she goes away with her associates' wealth in her own chatelaine bag. She lives well and dresses in fashionable attire.

Many ared-faced, hard-fisted fellow among the mountains of Arizona and New Mexico would fight instanter for the girl gambler. though she has never so much as recognized that he is on earth. She speaks quaintly in English. Spanish scholars say she is a mistress of her own tongue and a well informed young woman.

"How did I get to be a professional aro player?" She repeated the reporter's question slowly. "Oh, I learned it from my father. He made a study of the game by mathematics. He would deal cards day after day at home and watch the probabilities. I got to know what chances there were for certain cards to come out of the little silver box at certain times. I got interested, and when I saw how foolish most people are in betting on turns of a card in faro. I got to playing for a few centavos at a friend's place in Guanajuata.

"You know gambling is not so herrible among my people. Everybody gambles in Guanajuata. Lots of times I have won money from our finest families. Pretty oon everybody was saying in Guanajuata, Señorita de Hara is a fine faro player. I tried to like the great Mexican game of nonte, but I had no luck, and it is not so ively or so fair as faro.

"When papa moved us all to Juares, I learned English. I met American tourists there, and they liked to play fare with me. I made a good many dollars as faro dealer in Juarez the year I was 20. One week made \$80 betting on an American's game.

"That set my blood on fire. I had never dreamed I could get so much money together. I was invited to join some New Orleans ladies and gentlemen in a faro game at the Pierson House, in El Paso, across the river. My brother Manuel went with me. That was money easily made. I saw that half the people who play faro don't understand the game. I played with those New Orleans people every evening or two weeks. Then I was wild to play faro for a business. I have been playing ver since. Manuel and I go everywhere. My father went to Benson last year to see how I played, and he went home satisfied.

"My dream is to go to Monte Carlo. Every day I say to myself, 'I'll break the bank at Monte Carlo.' "No. I never tell how much money I have

made. Manuel and I only know that. Sometimes I lose and sometimes I win. Manuel takes it all down in a book. But will say that I have made good money so far. Sometimes I see faro dealers handle cards and act so that I fear that I am not having a fair deal. Then I say no word, but cash in my chips and go away.

"Do you ever have temptations to drink?" "No, because I have nothing to do with the people in a fare game. I play fare for a living, and I don't care who is betting or playing or looking on. I see nothing but the cards as they come out from the

box and the case records. "Sometimes there is a drunken row in a saloon, but I do not even turn my head, nor do I hear the cursing. Some one in the game orders drinks every little while, but now I am so well known that I am not asked to join. Besides, Manuel is always

"Of course, there is no system in faro. My father has seen too many of those system players come to ruin to let me ever believe in such foolishness. It is all a matter of chance, but one learns a little by experience to know what those chances are. I simply try to bet safely and to take few risks. I have my lucky days, and then I crowd my luck hard. At other times I get distrustful of myself. Then I keep far away from faro.

"A year ago I got superstitious about my good luck on Wednesdays, and I made a good deal on that superstition. Now it seems that the 9th of the month is my luckiest day, but I don't know how long this feeling will stay. No, I don't know how long I shall keep this up, but I could live in luxury in Mexico all my life on my winnings, even if I quit gambling to-day."

### CHEAP DRUNKS FOR HUSBANDS.

#### A Queer Way of Encouraging Matrimony in an Ohio Town.

From the Columbus Despatch AKRON, Oct. 13.-Mayor Charles W. Kempel has made a new ruling on intoxication cases in police court. The usual fine for plain drunks has always been \$2 and costs. Mayor has made the rule that single men shall pay this sum, but married men who get under the influence shall be let off with \$1

and the costs. J. Y. Anthony of Youngstown was one of the prisoners on Monday, and when informed of the rule remarked:

"It's only once in a while a man gets drunk and he can afford to pay the extra dollar not to have the trouble of a wife and the horrible in a faro game, five weeks long, among possibility of a mother-in-law."

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AND THEN WHATEVER NAZZER SINGH WANTS COMES TO HIM.

A Hindu Scholar, Suspected of Being Mahatma, in New York to Open a New Church-Even Gravitation Pales Before Him-Higher Forces Invoked.

A "Psycho-Religio Church of Revelaions" is soon to be opened in New York. It will represent a sect whose chief ex-ponents are an ordained minister, Oscar P. Arnoid; his wife, and a Hindu teacher named Vazzer Singh. The whole outfit arrived here less than

four weeks ago. So diligently have they gone to work that already a stream of people, most of whom are paying students. ravel in and out of their headquarters in West Twenty-first street all day. As a rule, visitors are received by Mr. Arnold, whose ordination took place at

Los Angeles, Cal., last July, or by Mrs.

Arnold. Nazzer Singh appears on special

occasions only.

The Psycho-Religio Church of Revelations s the first of its kind to be started in New York, and it is an outcome of the Padme Vogi, or Sacred Secret Society, which was formed in this country at the close of the World's Fair at Chicago by Hindus, here to represent the East in the Parliament of Religions. Ever since its organization Mr. Arnold has been a student of the things it teaches, and for the last six or seven years he and his wife have privately taught and demonstrated occultism in many of the large cities of the Western States. As a result he was recently adjudged worthy to be ordained and to become the nominal

disseminate the beliefs of the Padme Vogi. In appearance Mr. Arnold is disappointing. He does not look ministerial, nor mystical, nor deeply spiritual. He would be mistaken anywhere for a prosperous business man. Nazzer Singh is undoubtedly the star of the organization. He is not disappointing, not even when he discards his picturesque Oriental habiliments in favor of American-cut clothes. At all times he looks the part of a thinker and s

head of a church in New York, which shall

scholar. Moreover, he has ancient Hindu lore at his tongue's end and is able to express himself in fairly fluent English. Nevertheless, Nazzer Singh is modest. He disclaims the right to any other title than that of teacher, and although suspected of possessing some of the powers credited to Mahatmas, denies that he ever attained to any such honor. In this country he is called by many persons "doctor."

Since the World's Fair he has been to India twice. His present intention is to cast his lot with this new New York church n the capacity of head teacher and demon-

strator.

It is not easy without enrolling one's self under its banner to find out just what the mission of the Psycho-Religio Church of Revelations is. Its creed is different says Nazzer Singh, from that of the Theosophists, the Spiritualists, the Christian Scientists, the mind curists. Mr. Arnold's ordination certificate states that he is "To teach and demonstrate the Gospel taught and demonstrated by Christ to His people"

When it was pointed out that many of the

When it was pointed out that many churches in New York were committed to very much the same creed, Mr. Arnold

But we teach it differently. "What is your method?"

"First of all we show our followers how connect themselves with higher forces."
"How is that done?" "By concentration, which is really the keynote of this religion."

"Concentration on what?"
"On whatever thoughts shall conduce most to the welfare of the person at that time. No two persons will concentrate perhaps in the same way or on the same

At this point Nazzer Singh took up the "Thought is a tangible thing," he began.
"Every person has the ability to make of himself what he wishes.

"At first people who come to us are anxious to concentrate on thoughts which bring material benefits only. They want success, they want money.
"Some even want to learn the power to

realize desires not according to law. They are bent on evil. But all that is soon out-"As soon as the desire for money is satisfied it gives place to something better. And it is by the intensity of our wishes, of our concentration, that we attract to us the forces that aid, whether they are the the forces that aid, whether they are the spirits of noted financiers—the money makers, of people famous in the professions or successful in business, or great spiritual leaders.

"When we have become sufficiently proficient we can do more than attract such helpful spirits to us. We can boldly send

our spirit into their realm. "I have had students in the United States who have gone even further—so far, in fact, that they accidentally overcame the law of gravitation while in a state of concentration and ascended bodily several feet in

"How long must these periods of concentration last to be successful?"
"About half an hour. Beginners, though, find it difficult to hold steadfastly to any one thought for even one minute.

them.
"A result of practising concentration in things spiritual is that we are able to choose things spiritual is that we are able to choose things spiritual is that we are able to choose them." the form and conditions of our reincarna-tion. We can't make the choice while in

this body, but afterward.

Yes, this Church teaches that until we reach a very advanced spiritual plane we shall be reincarnated again and again, and return more than once to this earth. The reincarnation may take place nine days after the spirit leaves a body, but not

"After the seventh, or highest, plane of spiritual existence is reached there will be no more reincarnations. Nirvana, or perect bliss, will have been attained. Do you ever go into a trance?" Nazzer

"les, often, in order to aid others. But I want it understood I am not a fortune

teller."
At present the meetings of the church, which are held in a private parlor on Tuesday. Thursday and Sunday evenings, are conducted rather differently from what the regular Sunday meetings will be after a public sunday meetings. suitable hall or public meeting place has been secured. These meetings, Mr. Arnold says, will include an order of service that will appeal to the uninformed as well as to

The delay in establishing a public headquarters is not, it would appear, due in the slightest degree to lack of money. Far from it. Says Nazzer Singh with serene

"If a million dollars were needed for that "If a million dollars were needed for that purpose it would be forthcoming. I am never troubled for one instant about money matters." Which, interpreted according to his creed, means that a period of concentration upon the gone-before kings of finance is sure to fill at any time the coffers of the church to overflowing.

Mrs. Arnold, though, speaks less exaltedly on the same subject.

"You see, we cannot go ahead too fast," she says in eminently practical tones.

"New Yorkers have been buncoed so often by so called Spiritualists and teachers of occultism that they are chary about pledg-ing their support to a church of this kind until they find out whether it is the real

thing.
"We are absolutely genuine, therefore bound to succeed and do unlimited good. Already we have helped many.

"For instance, a man who attended our meetings last night told me afterward that it was the first time he had ever succeeded in company into company the histogram." in coming into communication with his departed mother, although he has attended nearly every sort of spiritual or occult soance held in New York. Those who come to us privately say the same thing."

At the meetings of the Psycho-Religio

Church of Revelations there are no dark cabinets or obscuring curtains abinets or obscuring curtains, and yet here is a decided suggestion of spooks in there is a decided suggestion of spooks in the air. When the meeting opens the con-gregation sit in a circle around a table, upon which rest a sort of small megaphone and a small box. A hymn is sung and the Lord's Prayer repeated in concert. After that the business of "connecting one and another with the higher forces" is begun. Most often it seems somebody wants to come in contact with a departed

wants to come in contact with a departed wants to come in contact with a departed relative or friend. In such a case he writes a question or a wish on a piece of paper and deposits it in the closed box without showing it to any one. There need be no name written on the paper. The persons in the circle then join hands and sit perfectly quiet.

uiet.
When the desired communication comes. as almost invariably it does, it is distinctly spoken from the mouth of the trumpet. Occasionally these communications are of the most intimate nature and intelligible only to the one for whom they are intended. although the words are audible to every one in the room.
Students, it was learned, are charged

according to their ability to pay. Some are helped, it was intimated, for little or nothing, but what the maximum charge is no one seemed able or willing to say.

NOT FOR THE TABLE D'HOTE. Queerly Named Dishes the Signora Serves to the Initiated.

The initiated who go to dine at Signora's view with a kind of pity the patrons that are satisfied with the table d'hôte. Only the former can know the delights that abide in Italian cooking when it is in its natural state and not made to conform to the exactions of a New York table d'hôte.

But Signora, looking like the Witch of Endor, with her few wisps of gray hair tied back in knots so tight that her eyes bulge more than nature made them, gives her public what it wants and has made ene fortune at it. Now, that she has spent that fortune for a dowry for a daughter who married a nobleman of the country in which she was a peasant before she was a cook, she has come back to the Tenderloin to earn another fortune-and she seems to be doing it.

If the Americans who pay for her table d'hôte the meagre sum she asks prefer it to her own specialties of cooking, it is not her affair.

"I givva whatta tay want," she says with a smile that displays a desert of gums, toothless but for one or two rugged ruins of teeth. "They givva me de mon. Basta."

But they "givva de mon" for the regular linner only because they do not know what the strange words on the Italian bills of fare mean. The complacent eater of the table d'hôte never would get, in the first place, the wonderful hors d'œuvre composed of pepperoni rossi, tonno all'olio, oil, vinegar and capers. Nor would be ever get minestrone unless be ordered it

especially.

That vegetable soup containing a little of everything in the vegetable world is especially delectable in summer, but it is

good enough now.

The cloth may not be impeccable at
Signora's, and the glasses are thick. But
they are clean, the grisini is above reproach
in its crispness and freshness, the bread in its odd Italian forms is good and the cheese and butter abundant and of good quality. All of the wine is cheap and some of it is good. Fish is a specialty of the place in only one

respect. The fried perch or flounder is delicious. There are enough brands of macaroni and spaghetti to make up for any scarcity of fish. There is spaghetti al burro, which means with butter, and that is delicious: then there is spaghetti a la acciuga or with anchovies, and with lasagne, which is a name applied with astonishing impartiality to egg noodles, and a meat sauce which is tasty and rich. Then there is mac-aroni with cheese or with slices of bologna

sausage in it.

Among the meats the prudent frequenters of the house stick to veal and lamb or mutton, although the filets of beef are good, especially when they are cooked in parmesan fashion, which does not mean with cheese, but a species of sauce piquant.

Osso buco is the bone of a calf, roasted with delicious marrow and meat about it, and saved on viscito with a delicious barrow. and served on risotto with a delicious brown sauce. Arostino is a veal cutlet with a kidney in the corner, cooked with thyme and other herbs and served with risotto.

The cutlets of yeal, browned deliciously, are served with the anchovies or tomate sauce, as one prefers. Kidneys served with Madeira and a sauce that would delight the most fastidious gourmet are another specialty of the house that might not be recognized under the name of rognoni

Fritto misto is a miscellaneous collection of vegetables fried in crumbs and mixed with bits of kidney, brains and liver, also covered with the same dressing of crumbs. Fried mushrooms of the same funghi fritto, and polpettore a la Milanaise is a meat ball served with cheese and some of the delicious brown gravy which Signora

These are some of the dishes that she serves to those who know enough to order them; and they regret therefore to see hose who might know better satisfied with the table d'hôte.

### HOME AQUARIUMS.

More in Demand Than Ever-Stock and Plants for Them in Great Variety.

"We now sell more aquariums and aquarium stock and plants than ever." said a dealer in such things. "The increase is due in large measure no doubt them many times by doing the work for to the establishment in this city of the great public aquarium in Battery Park

"People go there and study the fishes and get interested in them, and then they want an aquarium of their own. It is a fascinating pursuit, the care of an aquarium. and one in which not only children, but adults may easily become deeply interested. "Dealers carry now a far greater assort-

ment of fishes and of aquatic plants than they formerly did, including things cheaper and costlier than ever. You can buy nowadays, for instance, goldfish for as little as five cents, or you can pay \$25 for some of the very remarkable specimens that come from Japan. But you don't need to pay anything like so much as that to get specimens of very great beauty.

"Besides the many varieties of goldfish, there are now sold for aquarium stock

fishes of many other species, including simple little fishes and fishes that are curious and fishes that are beautiful. A danced aquarium in which there are fishe hat we become individually interested n is something very different from a globe

goldfish.
"Fishes of the more curious and beautiful varieties for small aquarium stock are imported from Japan, China, India and We export to European countries, sold as small aquarium stock the small alligators, various sorts of turtles and various species of small native fishes

#### DUNNING IN NEW BEDFORD. An Old Tax Collector's Poetical Notice to Delinquents to Pay Up.

The old time, easy going, jingle making tax collector of New Bedford softened the blow of his last call to delinquents by publishing the following as an official notice in the New Bedford Mercury of Jan. 7, 1820:

The treasurer of the town presents
His most respectful compliments
To those who have not paid their rate
As former advertisements state;
To warn them that the days are spent
Wherein the town allowed per cent.
That, therefore, no abatement may
Be made on taxe yet to pay.
And next, the law directs a call
On tax delinguients—one and all Be made on taxes yet to pay.

And next, the law directs a call
On tax delinquents—one and all,
In writing, at their own expense,
On each—which costs him 70 cents;
And, then, if not within ten days
Thus called upon, his tax he pays,
The Constable must be enjoined
To make distraint for all behind,
This method has the law provided,
Which he intreats may be avoided
By trusty payment of the rates
At Bedford Bank, where he awaits.

B.: It is carnestly desired the

N. B.: It is earnestly desired the fore-going serious and important notice may not pass unregarded.

JOHN PICKENS.

Treasurer and Collector.

NEW BEDFORD. Dec. 24, 1819.

# H-y-HAIR-HEALTH Keeps You Looking Young FREE.

To prove what this great Hair Beautifier will do for you, every reader of this paper who is troubled with dandruff or with the appearance of gray or faded hair or baid spots may have by mall a FREE sample bottle.

(SEE FREE BOTTLE OFFER BELOW) One Bottle Does It. Don't Look Old. That is the expression of many who A feeling of regret comes with the first gray hairs. They stand in the stored to youthful color and way of business and social advancetheir bald spot covered with ment. Hay's Hair-Health affords a sure means of restoring Hay's Hair-Health. to the hair the beauty of youth. No More Gray Stops Falling Hair. Hair. "My hair is now restored to its youthful color. I have not should you live to advanced

while before I was in danger of becoming bald." TO QUICKLY RESTORE FADED, BLEACHED or WHITE HAIR to youthful color without staining the skin. An occasional application keeps the hair soft, glossy, of silken texture and disposed to remain in any desired position. Every lady seds a bottle on her dresser. A Public Boon. Hay's Hair-Health has earned this title, and thousands are enjoying fine heads of hair produced by this preparation. It quickly cleanses the scalp, removes dandruff, stops falling and breaking of the hair, and changes it if gray to its youthful

color and luxuriance.

a gray hair left. My husband

says I look 20 years younger,

and my hair ceases to fall,

Stains Nothing. It is not greasy or sticky; not a dye; does It is not greasy or sticky; not a dye; does not rub off. Never soils anything. It is made from absolutely pure ingredients and may be safely used by old or young. Hay's Hair-Health is a clean, creamy dressing, delicately perfumed and highly desirable in every way. In 1900-1901 this preparation was tested to the extent of over five million bottles in the United States and British possessions. It is highly endorsed by the nobility. age, if you use Hay's Hair-Health occasionally. It is a vital hair food. Guaranteed

Harfina Soap.

Nothing like it for keeping the scalp free from dandruff, the hair sliken, and the skin clear and rosy. Dandruff causes baldness. To keep the hair, scalp and beard in healthy condition, make a strong lather of Harfina Soap and shampoo freely. If it is desired to restore gray hair to youthful color, apply Hay's Hair-Health after shampoo. The grayness will disappear and the hair grow forth in its youthful color and beauty.

25c. cakes at leading drug shops, or 3 cakes, 65c. Mailed on receipt of price by Philo Hay Specialties Co., 231 Lafayette st., Newark, N. J. Refuse all substitutes.

H. H. is sold by leading druggists everywhere. A large 50c, bottle sent, prepaid, in plain sealed package by PHILO HAY SPECIALTIES CO., 231 Lafayette st., Newark, N. J.; also a 25c cake Harfina Medicated Soap, best soap for tellet, bath, skin, and hair, all on receipt of 60c, and this advertisement. Never accept a substitute for either of these preparations.

Large 50c. Bottles at Leading Druggists'. Try at once HAY'S HAIR-HEALTH and HARFINA SOAP, and refuse all substitutes.

The Cleanest and Health-iest preparation for Restor-ing Gray or Faded Hair to its original color and beauty; removes dandruff; heals the scalp. Richly perfumed; makes the hair soft, glossy and disposed to remain in any desired position. Better NOT A DYE. Does Not Soil Linen. Covers bald spots; pre-ents hair failing; feeds and trengthens the roots verybody can look young y following directions.

> HAY'S HAIR-HEALTH is so satisfactory that an arrangement has been made by which readers youthful appearance by using HAY'S HAIR-HEALTH and HARFINA SOAP. Cut out this

ATTACH CONTROL OF AS CONTRACTOR

### COLLEGE GIRLS EARN MONEY.

BARNARD HAS JUST OPENED THE FIRST STUDENTS' EXCHANGE.

Everything From Shirt Waists to Fudge Sold There-Financial Schemes at Vassar-Tutoring Pays Best-The Boys Able to Earn More Than the Girls.

pygmy department store. We are glad to eceive and sell anything from shirt waists to fudge." The speaker was the undergraduate manager of the Students' Exchange which

"We've become merchants-a sort of

has recently been organized at Barnard "We're quite businesslike, you notice," she went on, glancing around the office of the exchange in the college building. The faculty has given us this room. We

have office hours every day, and are doing a lot of things that couldn't exactly be "For instance, I've been coupling the running of the exchange with jelly making. Another girl has been baking cake, and candy makers are coming to the front. These things are for the spreads the girls

give so often. We are also prepared to "The purpose of it all is, of course, to give students opportunities to earn money that will help them to pay their college expenses.

There are committees on employment to a number of artistic girls. supply sandwiches and salads on order. for students in most of the women's colleges, but an exchange in a college is, I

think, quite a new idea. "We haven't been organized long enough to know just how we will come out, but so far all the indications are that we will be successful. There are any number of things a clever girl can do for others who happen to have more money than she has.

"Some of the students have been quite busy lately making college flags and pennants to decorate dens and to wave at the games. One of the classes wants a big banner. We are bidding on that. "The girls are also encouraged to make

shirt waists and collarettes, and I think that some who are clever with colors will be able to earn money by decorating the big handpainted buttons fashionable now. "And then there are college pillows to

be made, and typewriting to de done. We put students in the way of typewriting the lectures of the professors and the theses of the students at the end of the term. "Since the opening of college we have been very busy selling second hand textbooks which have served their purpose for one class and are passed down to the next below. The dealers in this neighbor-

hood have been doing this, but we give a

girl more for her books than they do and sell them for less. In fact, we take out just 3 per cent. for the benefit of the exchange "Women students ordinarily find it much women sudents ordinarily and it much harder than men to earn money in college, because they can't, of course, turn their hand to nearly as many things. They can't be watchers at the polls or spellbinders on the ends of trucks in election

"Heretofore, about all they have been able to do at Barnard to make money has been to tutor. This still remains the chief occupation, and probably the most lucrative. But we are doing our best to show that there are plenty of other ways, and that a capable girl need not forego a col-

"At Vassar," remarked a young woman who studies there, "we have nothing like an exchange, but the girls resort to various and ingenious ways of making money.

"It is quite a fad with the Vassar girls

to earn their own pocket money, and to be in the swim in this respect many who are amply provided for go things that they would never dream of doing at home. "I remember one day last term running across a girl, very prominent in her class, down on her knees, her hands black and greasy with oil, cleaning a bicycle. I asked how she could do it, and she informed me that all honest labor was dignified. She said, further, that she was getting 50 cents for the job.
"She was just beginning on the wheel

when I spoke to her. I saw her again in about three-quarters of an hour. By this time she was standing up, looking down at the bicycle in a disgusted sort of way.

"She told me she had decided that there were some kinds of labor that weren't wind a standard of the she didn't." dignified, after all, and that she didn't propose to rub any more spokes, even if she did get 50 cents for it. That same girl used to give shampoos to others. "One of the brightest girls in college goes around to the rooms every week of for stockings that need darning. her work isn't all so commonplace as this. "It is quite the thing, you know, to have monograms or initials, or even the first

name embroidered on underwear, and at Vassar the students like to have them also on their stockings, somewhere near the instep. Some of the most luxurious ones often have the class colors, or even mottos, "Well, this girl is an adept at that. Others do it, too, and as a result are quite wealthy in pocket money.

A few of the girls are expert at making

and at hemstitching handkerchiefs. One makes a specialty of getting up exclusive designs for turnovers and selling them to fastidious girls who want to have something different from anybody eise.

\*Just before the holidays is the harvest time for these girls. Most of the students

time for these girls. Most of the students are so busy with college work and with little festivities that they haven't time to prepare Christmas presents of the labor of love sort, so they call on the experts. hemstitched handkerchiefs, the

decorated with pretty little water color designs, look as if they were the handiwork of the donor of the gift. As long as nothof the donor of the gift. As long as nothing is said they do just as well as though they really were, and a girl hasn't taken valuable time from her studies.

"Another way in which girls who are elever with pencil and paints make money is to get up charts for the biological lectures. They make colored pictures of leaves, and sections of flowers and woods, and the bodies of animals.

and the bodies of animals. "The library, too, gives employment to a lot of students. They do all the card cataloging for pay, and to some of them the books that are damaged in one way or

another are given to rejuvenate.

"To descend from the library to the dormitory kitchen, there are girls who make fudge that is so fine that they have no trouble at all in selling it, and some take orders for cake and sandwiches for the little banquets in the rooms.

"Now and then a student gives a function that is quite presentious and if she is at all that is quite pretentious, and if she is at all fussy about such things she wants to have her menu cards handpainted. These, of

These are the little ways which help girls at Vassar and other colleges to get through. Tutoring is still the main way. An undergraduate tutor can keep busy in examination times with pupils at 75 cents or \$1 an hour, and I've known those who

"The services of graduate tutors, women who are taking post graduate courses, sometimes bring much more. I know of one who made about \$1,200 during the one who made about \$1,200 during the collegiate year, and another, who is at one of the prominent women's colleges, is said to derive an annual income of three or four thousand dollars from this work. Her such the colleges is the college of the c cess is due to her reputation of so drilling her pupils that they never flunk at exami-nations."

At Columbia University, in addition to the Students' Exchange of Barnard, is an organization devoted to devising ways and means by which students of both sexes may make money when they are not in class or studying. A man has charge of this. "The trouble with the girls," he said, "is that not many of them are strong enough to keep their college work up to the mark and at the same time do something else. This is not their fault, of course, but it re-

This is not their latit, of course, out to re-sults in the boys making a good deal more than they do.

"My records show that students here earned, altogether, about \$25,000 during the vacation just ended, and that a number of them are still making incomes that I think are rather remarkable, considering the fact that they are kept pretty busy here with their studies.

"Two brothers, for instance, have made between them about \$2,000 since college closed in June. They spent the summer at a fashionable seashore resort, where one of them, though he is under 25, gave lectures on physiology to women.

"Fis brother made nearly as large a sum by organizing a club of boys at the resort. He superintended their swimming and

sailing and tennis, got up games for them, and, in general, saw that they had a good time without running into danger or getting into mischief. "Some of the Columbia boys were cap-tains of Board of Education play centres this summer-rather strenuous work, I should judge, from the fact that one of them

and an arm broken and another has a roken nose as a memento of his labors at he playground.
"One of our boys made about \$250 during the summer pasteurizing milk. Others wer life insurance agents, earning from \$300 to \$1,000; travelling salesmen, who averaged about \$400; bank clerks, civil service moni-

#### ON LOOKOUT FOR BIG 'GATORS. All Elizabeth Agitated Over the Escape

tors, hotel employees, and two were trolley

of Bischoffschausen's Pets. Two large alligators escaped from the pumping station of the Elizabeth waterworks in New Jersey a few days ago, and ever since then bands of armed men have been patrolling the banks of the Elizabeth River hunting for them. The news of the escape spread rapidly through Union county and nearly everybody from Tremlev's Point to Lyons Farms is fearful lest the alligators come around at night to kidnap children.

In Elizabeth boys and girls remain at home nights. Milkmen going over their routes in the early hours of the morning keep a sharp lookout along the roads, and farmers coming into town have their shotguns handy on the wagon seat, prepared to fight off alligators.

There is much fear in the negro settlenents. One of these, known as Hedden Lane, has been accustomed to scenes of disorder due to the large number of Saturday night jags that are carried there from has helped them into faver.

shirt waists and turnovers, or collarettes, Broad street. Last Saturday, however the lane was deserted. None of the men folks would take a chance with a jag and an alligator on the same night. The pickaninnies go to roost early.

Louis Bischoffschausen, the owner of the alligators, said that they would probably turn up somewhere along the river bank. because they would remain in fresh water and steer clear of Staten Island Sound.
"I feel bad over my loss," said Bischoffschausen, who is the chief engineer of the main pumping station in Elizabeth "Until 1901 I owned three of them. Lack alligator measured about four and a half feet. The biggest was the one that disappeared from my tank here in the engine room about two years ago. He was washed away with the freshet that came down from the mountains, just as the other two

were washed away on Friday, when the waterworks here were flooded. "I caught the alligators six years ago right here in the Elizabeth River. Of course, they must have gotten away from some one who brought them up here from the South, because it would not be natural to suppose that alligators are common in the Elizabeth River.

to suppose that alligators are common in the Elizabeth River.

"Some folks around here seem to think that the alligators may turn up in their rear yards and get away with dogs, chickens and children. You see, many of the houses here are built along the river bank, so that the rear yards lead right into the river. On that account folks for a mile along the river have locked and securely fastened river have locked and securely fastened their doors and windows. There s no need in folks getting scared that way, for if the alligators get out of the water, they won't

o far away."

Henry Schiffler, a German butcher, declares that he heard one of the alligators in his back yard on Tuesday night. "I vere standing by my vindow, said Schiffler, und I had yust writted on der vall how high der tide come dis time in my bedroom. On Yuly 28, 1897, vhen ve had such a big storm, der vater come in my parlop nine foots two inches. I market parlog nine foots two menes. I marked dot on der vall two days after dot. On Aug. 24, 1901, she only come up seven foots in my parlor. But now I vere marking on my vall dot der tide come up in my bedroom eleven feets, und pooty near vashed mit der ceiling. So vhile I am marking it down for to recommember last time I heard someting bark like a sick cat.

"Next morning I didn't see my cat no more. I tink mebbe dem alligatings cat.

more. I tink mebbe dem alligatings cat dot cat vhile I am measuring. I had vorser experience as dot mit a flood. One time when der vater come in my house der tide got so high as der bird cage; und when it vent down I find a little fishes in der bird cage. Dot vere a case of a fishes catching But when alligator comes in m house I vill go oudt mit my childrens. I don't care if he eats up der hull butcher

shop. Don't you believe I'm right?"
So far the only things missing in Elizabeth are three dogs, a Persian cat and cow. Of the dogs, one is a blind collic, whose owner resides at 226 Williamson whose owner resides a pet Skye terrier owned by a typewriting girl residing in Rahway avenue. The third is an Irish setter named Sport, whose owner has inserted an advertisement for him offering a reward in case. he turns up at 21 Catherine street. The Persian cat disappeared on the day after the alligators got loose. He was owned

by photographer Hiller, of 103 Broad street. INDIAN MUSIC IN DEMAND.

Kinds of Songs That Are Popular in New

York This Autumn. "Just now," said a publisher of songs, the rage is for Indian music, so called, such as 'Hiawatha' and 'Anona.' The music of both of these songs is of Spanish origin. "The melody is infectious, and a little

out of the ordinary. It is a departure from ragtime, but will not have such a "Coon songs with a swinging, jingling tune will always go. But the public apparently will not stand for songs on the order

of 'All Coons Look Alike to Me,' or 'Take Your Clothes and Go.' Refined coon songe, such as 'Rosie, You Are My Poste' and 'Rosalie' will always be popular. Ine melody is catchy and retentive. "Religious songs are out-of-date, yet we are forced to have them in our catalogue because of the fashion set by The Holy City.' Story or descriptive ballads, unless the music is exceptionally sweet and tune-

good sellers. "There are a number of instrumental pieces on the market that are popular. This is a good sign that the public wants good music, and plenty of it. Nowadays it is not the lyrics alone that help to make

ful, have no show just now of becoming

popular, although a number of them are

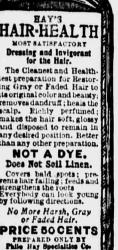
a song successful. "A publisher years ago used to consider

"A publisher years ago used to consider a good title first before accepting a manuscript. Now, however, the music is the thing that he is after.

"Walvz tunes during the past six months have had a successful inning. But now the call is for two steps and schottlisches. Military songs are being published and some of them are hits. They must possess a catchy march tune before they attract attention, however.

"Comic songs, such as 'Mister Dooley,' Ac., are out of dafe, and it will be some time before they will become popular again Songs with a local theme are in demand.

Songs with a local theme are in demand. Ed Harrigan, who is now playing in two,



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